

Arnold Engineering Development Center

*Researching, Developing, and Testing America's
Aerospace Technology*

AEDC

Industry

Meeting



Welcome

Arnold AFB TN

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Integrity - Service - Excellence
22 Nov 2002

Arnold Engineering Development Cen

*Researching, Developing, and Testing America's
Aerospace Technology*



AEDC

Industry
Meeting

DRFP Feedback

Arnold AFB TN

22 Nov 2002

*I n t e g r i t y - S e r v i c e - E x c e l l e n
c e*

Why We've Invited You

- Give you feedback on likely changes to be incorporated into the final Request for Proposal (RFP)
- Review the schedule
- Discuss future interchange

***Thank you for interest and response
during the DRFP review***

Introductions

- **Mr. Ron Polce - Competition Program Manager**
- **Mr. John Sutton - Chief, Contract Management (PCO)**
- **Mr. Bill Gray - Deputy Director, Support Directorate**
- **Mr. Tom Brown - Chief, Communications and Computers Division**
- **LTC Robert Walker - Deputy Director, Investments Directorate**

Questions

- Will accept questions verbally or in writing
- Significant questions and responses will be posted on the website
- Written responses posted on the website supercede our dialogue here

Today's Agenda

- Key Topics for Discussion
0900
- Break 1030
- Lunch 1200
- Continuation as required
1300

Briefing and Attendance List Posted Today

Key Topics for Discussion

- **Statement of Objectives (SOO)**
- **Sections A - K - General Comments**
- **Sections L & M - General Information**
- **Sections L & M - Volume I Executive Summary**
- **Sections L & M - Volume II Mission Capability and Proposal Risk Factors**
- **Sections L & M - Volume III Past Performance Factor**
- **Sections L & M - Volume IV Cost/Price Factor**
- **Performance Work Statement (PWS)**

Statement of Objectives (SOO)

- No significant changes – intent remains the same
 - **Technical Excellence**
 - **Effective Management and Processes**
 - **Performance Dependability**
 - **Efficient and Effective Information Technology and Systems**
 - **Cost Reduction and Control**
- Better characterization of desired “results/outcomes”
- Better correlation with the PWS and Sections L&M

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Sections A - K

Schedule

- Release RFP 6 Jan 2003
- Proposals Due 14 Feb 2003
- Contract award 30 Jun 2003
- Phase-In Begins 1 Aug 2003
- Contract execution 1 Oct 2003

No significant changes in schedule

Sections A - K

- No changes to the contract structure
 - **Base 1-year contract**
 - **Seven 1-year options**
 - **Four 1-year award term periods**
 - Section B - No changes to the CLIN's anticipated
 - Section C – Performance Work Statement –
Discussed later
 - Sections D through G – No significant changes
- 
- 12-year Contract**

Sections A - K

- Section H – Special Contract Requirements
 - **Clauses unique to the AEDC's support contracts**
 - **Most have been used for many years**
- Organizational Conflicts of Interest (H115) – No significant changes
 - **Revised OCI Mitigation Plans in review**
 - **SSA/SSAC oversight (Including Air Force Office of the General Counsel for Acquisition)**
- Alternative Disputes Resolution (ADR) clause added
 - **Voluntary**

Sections A - K

Section H – Special Contract Requirements (cont)

- Cost Savings Sharing Initiative – Achieved through Value Engineering clause (FAR 52.248-1)
 - **Voluntary Incentive – not mandatory requirement**
 - **Fully addresses our desire to incentivize and share contract savings with contractor for ideas and innovations beyond those included in proposal (Subfactor D)**
 - **Established regulatory framework**
 - **Government typically pays implementation cost**
 - **DRFP Section H clause will be deleted**

Sections A - K

Section H – Special Contract Requirements (Cont)

- Award Fee (H119 Clause)
 - **Zero base fee**
 - **Non-linear relationship between score and fee percentage (approx 25% of fee in 91-100 range)**
 - **Standard award fee process (evaluations twice per year)**
 - **Objective measurement combined with subjective decision**
 - **Key performance indicators may include PWS measures and others as appropriate**
 - **Flexibility to change and incorporate new measures essential**
 - **Continue with partnership approach**

Sections A - K

Section H - Special Contract Requirements (Cont)

- Minimum award fee pools will be established
- Consistent with current contracts' minimum award fee pools

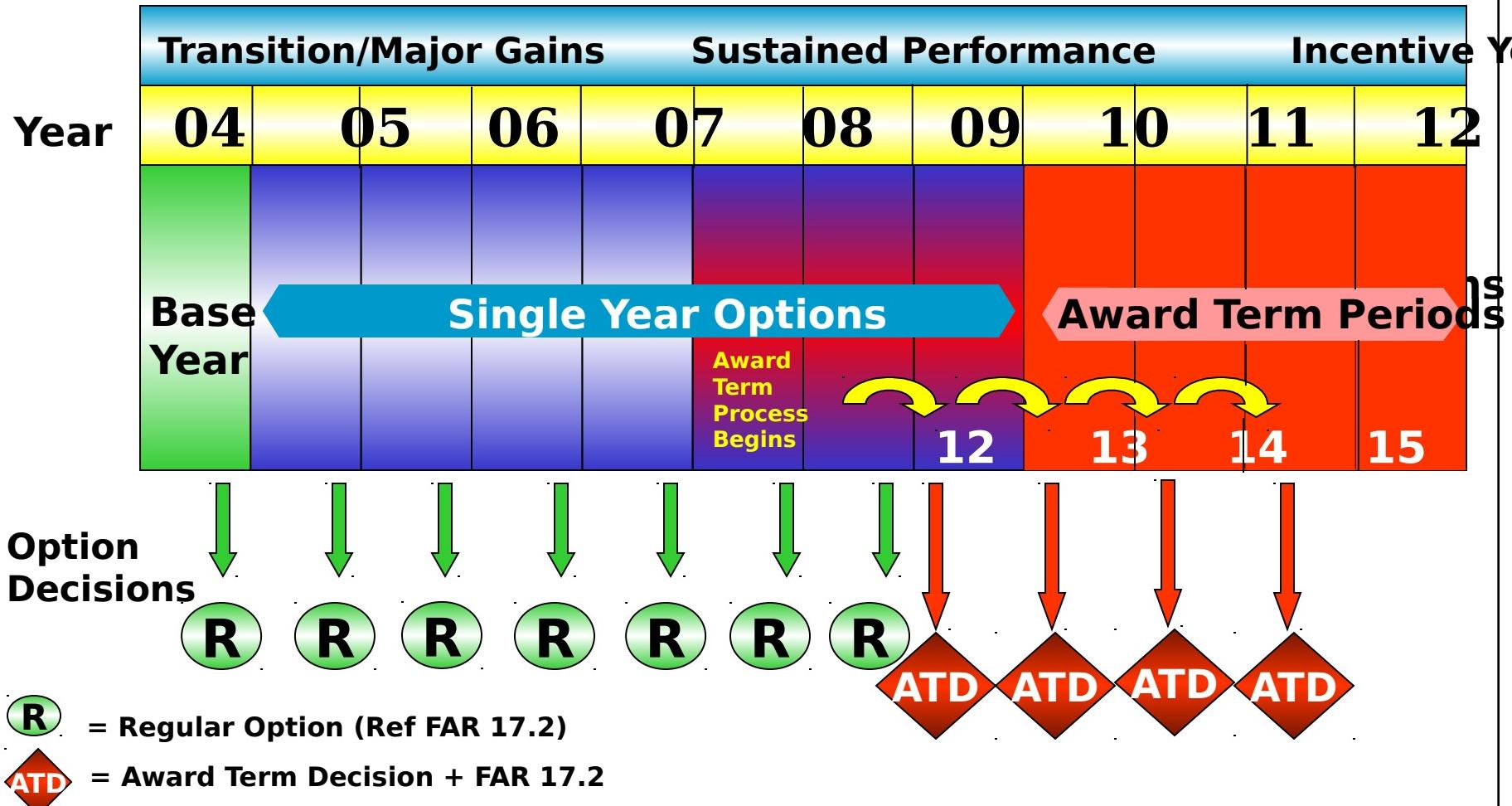
Sections A - K

Section H - Special Contract Requirements (Cont)

- Award Term (H119 Clause)
 - DRFP silent to allow industry to propose their ideas
 - Various approaches proposed
 - Most linked award fee scores to award term decisions
- RFP Language
 - Keep it simple
 - Minimize “overlap” between regular options and award term years
 - Closely couple “reward” with “performance”
 - Incentive ends with first negative award term decision

Award Term Structure

Evaluation Period FY 09 & 10 = FY 11
 Evaluation Period FY 12 = FY 13
 Evaluation Period FY 11 = FY 13 Evaluation Period FY 13 = FY 14



Sections A - K

- Section I – Contract Clauses
 - **No significant changes anticipated other than updating clauses to incorporate latest FAR changes**
- Section J – List of Attachments
 - **Wage Determinations in process - we'll add to library as soon as received**
 - **Award Fee/Award Term Plan**
 - Key points discussed earlier
 - Extensive internal Government coordination required
 - Probably will not be available prior to RFP release

Sections A - K

- Section K - Representations and Certifications
 - **No significant changes anticipated other than updating to incorporate latest FAR changes where applicable**

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Section L

(General Information)

- Pre-Proposal Conference (Ref Section L, AFFARS clause 5352.215-9001)
 - **A pre-proposal conference will be held *if needed***
 - **Given open access and extensive communications to this point, we're not sure it would add value**
 - **Your input welcomed**

Section L

(General Information)

- Oral Presentation of Proposals (Ref 2.1.5)
 - **Purpose is to allow you to highlight the areas of your proposal you believe are most important**
 - Required - no longer voluntary
 - You may bring up to 10 representatives
 - Will not be used in source selection evaluation
 - **Presentation shall be no longer than 75 minutes**
 - Government representatives will not ask questions
 - No classified information may be briefed
 - **Do not submit copies of briefing with your proposal
(bring four copies for Govt to your oral presentation)**

Section L

(General Information)

- Organization/Number of Copies/Page Limits
 - **No change in number of volumes**
 - **Minor changes to number of copies**
 - **Page count for Executive Summary increased to 12**
 - **Page count for Past Performance decreased to 40**
 - **OCI Mitigation Plan excluded from page count**
 - **Electronic copies of proposal shall be submitted using Adobe Acrobat 4.0**

Section L

(General Information)

- Classified Information (Ref 2.2.3)
 - **Government does not desire that classified information be submitted as part of your proposal**
 - **It will be permitted, however, if you believe it's absolutely essential to your proposal**
 - **Let us know ASAP if you intend to do so**
 - **RFP will outline process for submitting classified data**

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Sections L & M

(Volume I - Executive Summary)

- Changed page count from 5 to 12

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Sections L & M

(Volume II - Mission Capability & Proposal Risk Factors)

- General Comments
- Subfactor A - Technical and Management Approach
- Subfactor B - Key Personnel
- Subfactor C - Innovations and Efficiencies
- Subfactor D - Information Technology and Systems
- Subfactor E - Transition/Phase-In

Sections L & M (Volume II - Mission Capability & Proposal Risk

~~Factors~~ General Comments

- Few changes to Mission Capability subfactors
 - Basically wording changes made to better communicate desired results/outcomes
- Five subfactors ...will remain equally weighted
- Subfactors C and D have been reordered to facilitate better proposal writing and evaluation
 - **Subfactor C will become Information Technology and Systems**
 - **Subfactor D will become Innovations and Efficiencies**

Sections L & M (Volume II - Mission Capability & Proposal Risk

Technical and Management Approach

- L4.2.3.1.1 System development knowledge ...
 - **More results focused** - “Specifically address aspects of your testing methodology that you believe enhance the efficiency and effectiveness of the overall test process and result in delivery of high quality system development knowledge and enhanced customer value and satisfaction”
 - **Moved from L4.2.3.1.2 to L4.2.3.1.1** - the request for discussion of approach(s) and operational alternatives that would allow AEDC to offer customers “choices”...

Sections L & M

(Volume II - Mission Capability & Proposal Risk

Factors)

Technical and Management Approach

- **L4.2.3.1.1 System development knowledge (cont)...**
 - Clarified Government/contractor roles & responsibilities regarding customer relations
 - Govt has primary role for programmatic interface; secondary role for technical interface on test projects
 - Contractor has primary role for technical interface on test projects; assist role for programmatic interface
 - Added language - Opportunities exist for the contractor to interface with the aerospace community outside the boundaries of individual test projects..... Discuss how you would use these opportunities to enhance AEDC's ability to meet the needs of the aerospace community

Sections L & M

(Volume II - Mission Capability & Proposal Risk

Technical and Management Approach

- L4.2.3.1.2 Optimizing the operations, maintenance, and investments
 - No significant changes
- L4.2.3.1.3 Proposed organization ...
 - No significant changes
 - Not looking for a large number of organizational charts

Sections L & M

(Volume II - Mission Capability & Proposal Risk Factors)

Technical and Management Approach

- L4.2.3.1.4 Managing subcontracted efforts
 - ...
 - Added language ...
 - Offerors shall subcontract minimum of \$24M per year to small business concerns
 - Labor and material
 - Offerors are encouraged to utilize SB/SDB to perform higher complexity services

Sections L & M

(Volume II - Mission Capability & Proposal Risk Factors)

Technical and Management Approach

- L4.2.3.1.5 Performance Management Approach ...
 - Renumbered to be L4.2.3.1.6 and added language ...

“Your proposed performance measures will be used during source selection to help evaluators gain a better understanding of your proposed results and overall proposal value. Additionally, selected proposed measures may be adopted or adapted to gauge execution performance and used as Key Performance Indicators (KPIs) during award fee evaluation”.

Sections L & M

(Volume II - Mission Capability & Proposal Risk Factors)

Technical and Management Approach

- L4.2.3.1.6 Organizational conflicts of interest ..
 - **Renumbered to be L4.2.3.1.5**
 - **No other anticipated changes**

Sections L & M

(Volume II - Mission Capability & Proposal Risk Factors)

Key Personnel

- Limit resumes to not more than 20
- No requirement to obtain “letters of intent” from AEDC incumbent employees

Sections L & M (Volume II - Mission Capability & Proposal Risk

~~Factors~~

Innovations and Efficiencies

- Innovations and Efficiencies has become Subfactor D
- Deleted the requirement to propose a separate cost savings sharing approach ... will be implemented via the Value Engineering clause (FAR 52.248-1)
- Initiatives described in subfactor D will not be eligible for consideration under the Value Engineering clause

Sections L & M

(Volume II - Mission Capability & Proposal Risk Factors)

Innovations and Efficiencies

- Regarding contractor investments ...
 - **Investments are voluntary**
 - **Must identify Government liabilities, if any**
 - **Any such liabilities will be carefully scrutinized**
 - **Must meet all statutory/regulatory requirements**

Sections L & M

(Volume II - Mission Capability & Proposal Risk Factors)

Innovations and Efficiencies

- Anticipate added Section L language noting ...
 - **Initiatives requiring a lengthy approval process to determine acceptability may not be evaluated**
 - **Offerors shall identify any liabilities created for the Government**
 - **How you should treat on-going AEDC initiatives**

Sections L & M

(Volume II - Mission Capability & Proposal Risk Factors)

Information Technology and Systems

- IT scope and boundaries
- Business and test related systems
- GFE vs CFE

**To be discussed later in the
presentation**

Sections L & M

(Volume II - Mission Capability & Proposal Risk Factors)

Transition/Phase-In

- No anticipated changes

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Sections L & M

(Volume III - Past

Performance Factor)

- **Definitions**

- **Recent Past Performance - Work performed within the last three years (No Change)**
- **Relevant Past Performance (Revised)**
 - **Highly Relevant - Past/present effort involved essentially the same magnitude of effort and complexities this solicitation requires including both facility and support operations**
 - **Relevant - Past/present effort involved much of the magnitude of effort and complexities this solicitation requires including both facility and support operations**
 - **Somewhat Relevant - Past/present effort involved some of the magnitude of effort and complexities this solicitation requires including facility or support operations**

-

Sections L & M

(Volume III - Past Performance Factor, cont'd.)

- Definitions (cont'd.)
 - Not Relevant - Past/present effort involved little of the magnitude of effort and complexities this solicitation requires.
- Relevancy Matrix (Revised)
 - Annual Contract Value > \$50M changed to Total Contract Price > \$50M
 - Submit up to 10 (total) recent and relevant efforts for prime, joint venture partners and major subcontractors
 - Submit 2 additional recent and relevant efforts for the janitorial services and refuse collection and disposal subcontractor(s)
- Past Performance may be considered in aggregate rather than on an effort by effort basis (Added to Section M)
-

Sections L & M

(Volume III - Past Performance Factor, cont'd.)

- Past Performance Information sheets (Revised)
 - **No page limit (2 pages in draft RFP)**
 - **Provide 1 Contracting Officer contact (2 in draft RFP)**
 - **Use form as template for information (paragraph numbering and content) but reformat for utility**
- Submit a maximum of 40 pages in the Past Performance Volume (50 pages in draft RFP)
- If you use your own letter to request completion of the questionnaire also attach the Government letter

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Sections L & M

(Volume IV - Cost/Price Factor)

- Submit cost data using Excel spreadsheets provided (Attachments 10L.1, 10L.2, 10L.3, and 10L.4)
 - **10L.3 (rates) and 10L.4 (skill mix) must link proposed labor classifications to current labor classifications.**

| Attachment 10L.3 | | |
|--|---|-------------------|
| Schedule of Rates | | |
| Direct Unburdened Hourly Rates | | |
| Current Job Title/Skill Level | Proposed Job Title/Skill Level | FY04 Rates |
| Exempt Salaried Employees | | |
| Admin Professional III | | |
| Administrative Associate IV | | |
| Computer Systems Admin IV | | |
| Engineer I | | |
| Admin Professional IV | | |
| Administrative Associate V | | |
| Engineer II | | |

Sections L & M

(Volume IV - Cost/Price Factor)

- Major Subcontractors**

- Subcontractors who are performing significant work required by the PWS**
 - Characteristics include but not limited to:**
 - Continual or near-continual on-site presence**
 - Subcontractor employees essentially receiving the same benefits package as prime contractor employees**
 - Work currently being performed by employees of Jacobs/Svt; ACS, USAI, or Canteen**

Sections L & M (Volume IV - Cost/Price Factor)

- Cost of consultants is captured under the inter-divisional/other labor category in 10L.1
- Separate cost submittals of 10L.1 are required for all major subcontractors

Sections L & M

(Volume IV - Cost/Price Factor)

- **Provide the following cost information associated with Management Information Systems (MIS) (Ref Section L 4.2.3.3.3 & PWS 5.1.1.2.6)**
 - **Cost of applications software (i.e., licenses, transfer fees, and maintenance)**
 - **Cost of database software (i.e., licenses and maintenance)**
 - **Cost of server hardware & operating system (initial acquisition & maintenance)**
 - **Cost of server refresh (assume 4 year refresh rate)**
 - **Material and labor cost associated with transition from existing system (user training, process development & training)**
 - **Labor associated with operations & maintenance**

Sections L & M

(Volume IV - Cost/Price Factor)

- Travel cost figures updated
- Material cost figures updated
 - **Cost of materials, supplies & equipment, minor maintenance contracts, training (conference/seminar fees, tuition, vendor provided training), miscellaneous sales and use taxes**
 - **Material costs associated with MIS are captured in 10L.1**

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Performance Work Statement (PWS)

Draft PWS

- General Comments
- **Section 1.1 - Test Products**
- **Section 1.2 - Technology Products**
- **Section 2.1 - RDT&E Investments**
- **Section 3.1 - RDT&E Assets**
- **Section 3.2 - Machine and Fabrication and Laboratory Assets**
- **Section 4.1 - Information Technology**
- **Section 4.2 - Environmental, Safety, and Quality**
- **Section 4.3 - Civil Engineering**
- **Section 4.4 - Health**
- **Section 4.5 - Logistics Readiness**
- **Section 4.6 - Security**
- **Section 5.1 - Corporate Services**
- **APPENDICES**

Performance Work Statement (PWS)

General Comments

- Considered all industry comments and questions
- Assured traceability from SOO to PWS to SDS
- Reworked “Standards of Performance” table at end of each PWS section to better describe expected results/outcomes and expectations
 - Changed Performance Thresholds to Performance Expectations
 - Better expressions of what the Government wants ... closer alignment with current key performance indicators
- Further emphasized IT by aggregating all its requirements in single PWS element 5.1
- Completed and added CDRLs and DIDs

Performance Work Statement (PWS)

Section 1.1 - Test Products

- Added Advanced Missile Signature Center (AMSC) requirements**

Performance Work Statement (PWS)

Section 1.2 - Technology Products

- No significant changes**

Performance Work Statement (PWS)

Section 2.1 - RDT&E Investments

- Moved IT architecture development work from 2.1 to Information Technology PWS**

Performance Work Statement (PWS)

Section 3.1 - RDT&E Assets

- Clarified data acquisition and I&C requirements as related to IT - **more discussion later in this presentation**
- Title change: RDT&E and Test Support Assets

Performance Work Statement (PWS)

Section 3.2 - Machine and Fab and Lab Assets

- No significant changes**

Performance Work Statement (PWS)

Section 4.1 - Information Technology

- **Information technology requirements will be stated in 5.1 in the revised PWS**
 - Aggregates all IT and other associated requirements in one place
 - Goal - accurate requirements, enhanced integration, and seamless transition

Details to be discussed later in this presentation

Performance Work Statement (PWS)

Section 4.2 - Environmental, Safety, Quality

- No significant changes**

Performance Work Statement (PWS)

Section 4.3 - Civil Engineering

- No significant changes**

Performance Work Statement (PWS)

Section 4.4 - Medical

- **Fitness requirements(4.4.3) deleted**
... Govt will retain responsibility
- **Title change to Health Services**

Performance Work Statement (PWS)

Section 4.5 - Logistics Readiness

- General rework of 4.5.2 to clarify overall transportation requirements**
- General rework of 4.5.3 to provide self-sustaining food services operations**

Performance Work Statement (PWS)

Section 4.6 - Security

- Security requirements will be stated in 4.1 in the revised PWS**
- Three mandatory directives added**

Performance Work Statement (PWS)

Section 5.1 - Corporate Services

- **Corporate Services requirements will be renamed “Contract Management” and stated in section 6.1 (new) in the revised PWS**
- **Better defined the financial management requirements**

Information Technology

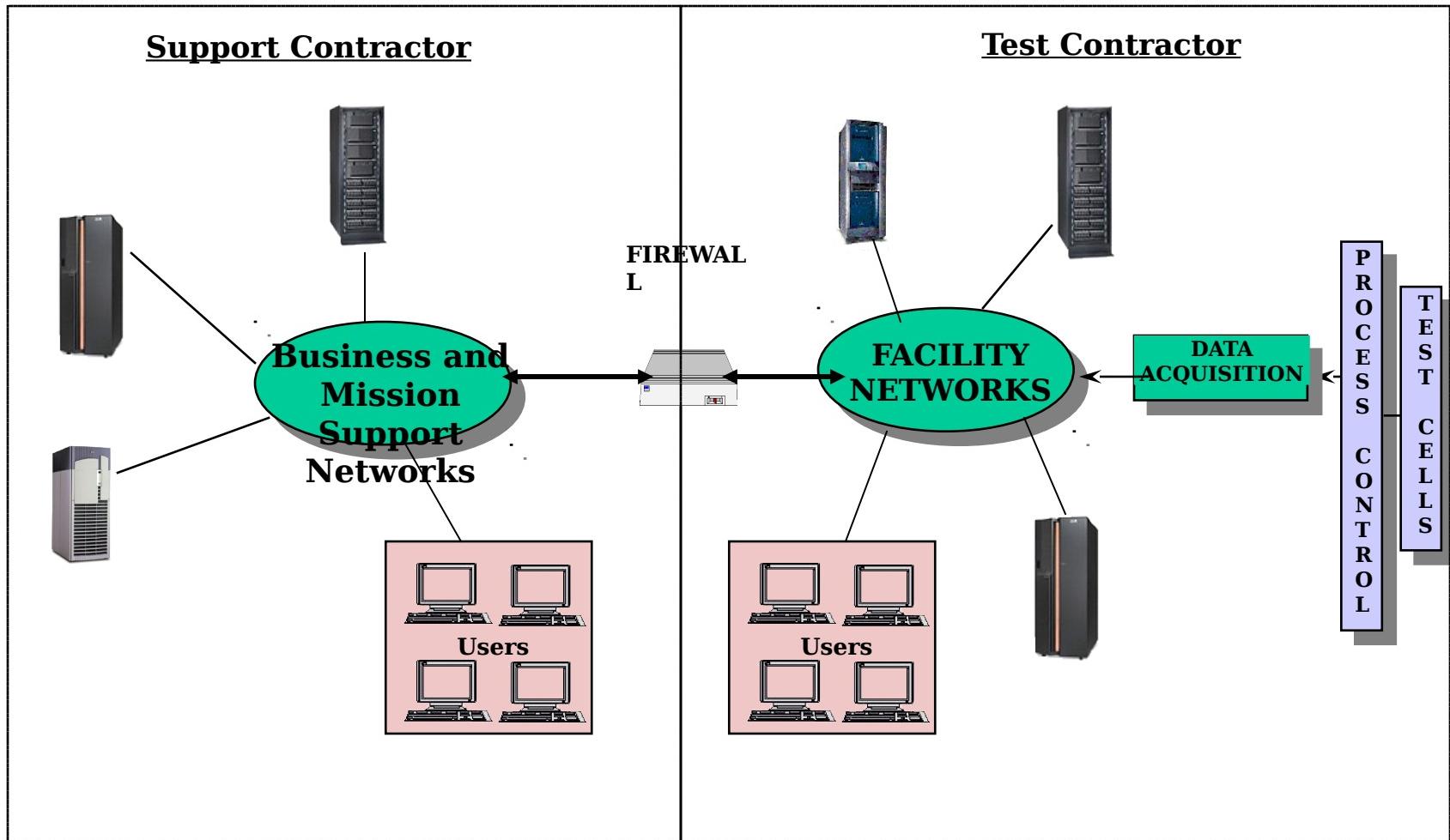
Topics to be discussed

- Information Technology and Systems has become Subfactor C
- IT scope and boundaries clarification
- Performance Work Statement (PWS) changes
- Contractor furnished equipment (CFE) vs Government furnished equipment (GFE)
- Government estimate

Information Technology

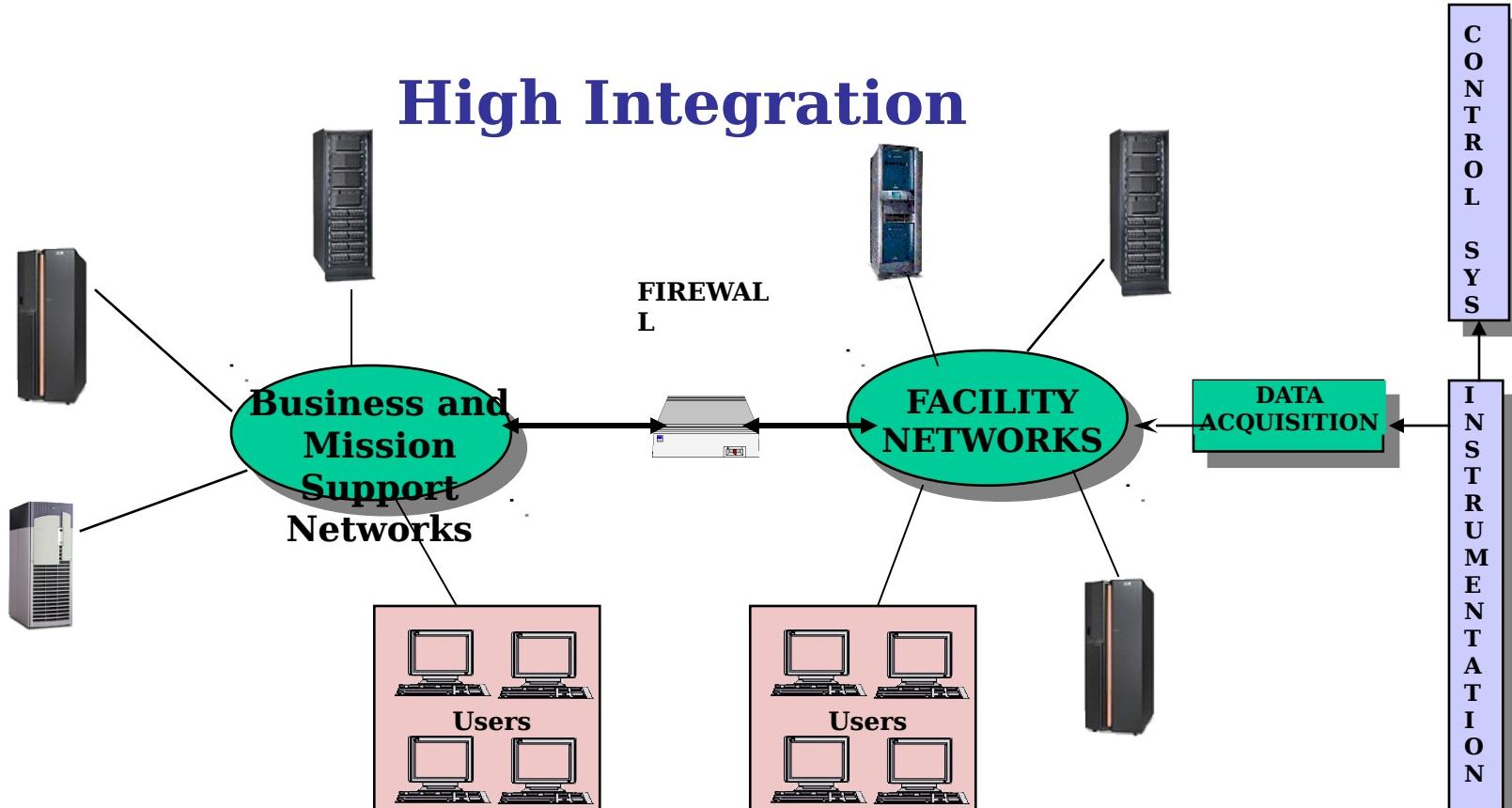
- Section L revised to clarify emphasis
 - Section L4.2.3.3 - "...opportunity to examine aspects of our test and plant support operations that may not be traditionally referred to as information technology but incorporate computers, networks, and software"

“As Is” - IT Conceptual Architecture



FY04 Information Technology (PWS Intent)

High Integration



NOTE: Data Acquisition Systems are classified as IT. Instrumentation and control systems are not categorized as IT. However, instrumentation and control systems may include computers, networks, and software. Such computers, networks, and software are considered IT and are addressed in PWS 5.1

Information Technology

- PWS changes
 - IT requirements are now stated in 5.1
 - **5.1 SCOPE:** “**This PWS element includes all planning, designing, testing, configuration management, integration, systems administration and maintenance support for Information Technology (IT) computers and networks (including IT resources in test and plant assets).**”

Information Technology

- Additional PWS changes
 - Clarified CFE MIS requirements
 - Clarified test systems requirements
 - Updated definitions
 - Moved IT architecture development work from PWS 2.1 to PWS 5.1
 - Added computer training center requirement

Performance Work Statement (PWS)

- IT related changes to Section 3.1 - RDT&E Assets
 - Clarified data acquisition requirements
 - **Moved requirements from PWS 3.1 to PWS 5.1**
 - Computer, networks and software (IT) which support I&C moved from PWS 3.1 to PWS 5.1
 - **Updated Appendix 3.1-1 and PWS 5.1.1:2.4 accordingly**
 - **I&C operations and maintenance remains a PWS 3.1 requirement**

CFE/GFE Systems

| | GFE | CFE |
|---|----------------------|----------------------|
| MIS Software (PWS 5.1.1:2.6) | NO | YES |
| MIS Servers and Operating System (PWS 5.1.1:2.6) | Not Specified | Not Specified |
| All other IT (including Test Support) | YES | NO |

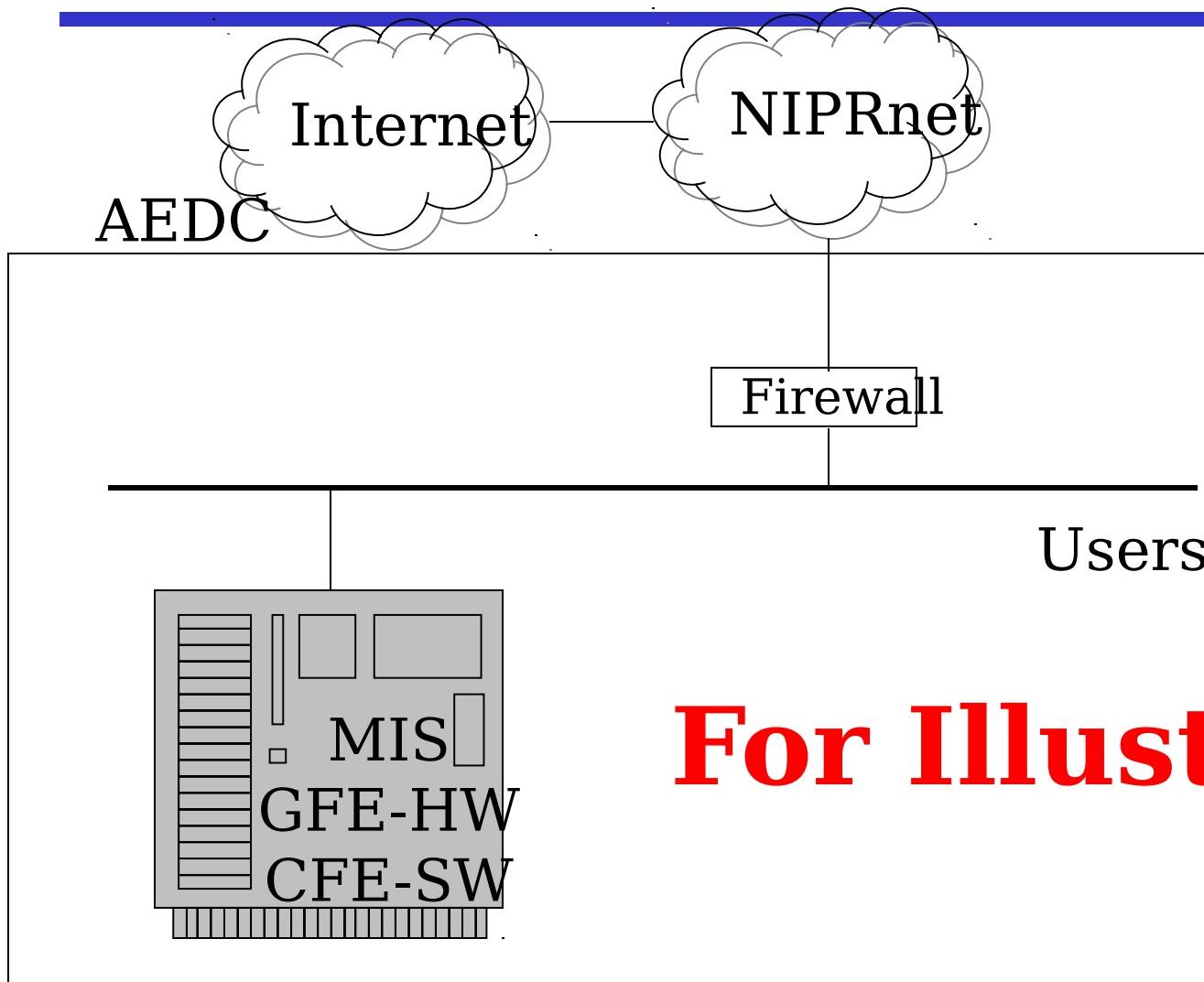
CFE/GFE of MIS

- Clarified MIS systems requirements in PWS 5.1.1:2.6
 - Software - CFE
 - Server and operating systems - GFE or CFE or a combination
 - **PWS 5.1.1:2.6 lists current GFE that can be considered in proposal**
- Clarified Section L instructions and Cost Volume requirements

CFE/GFE of MIS (cont.)

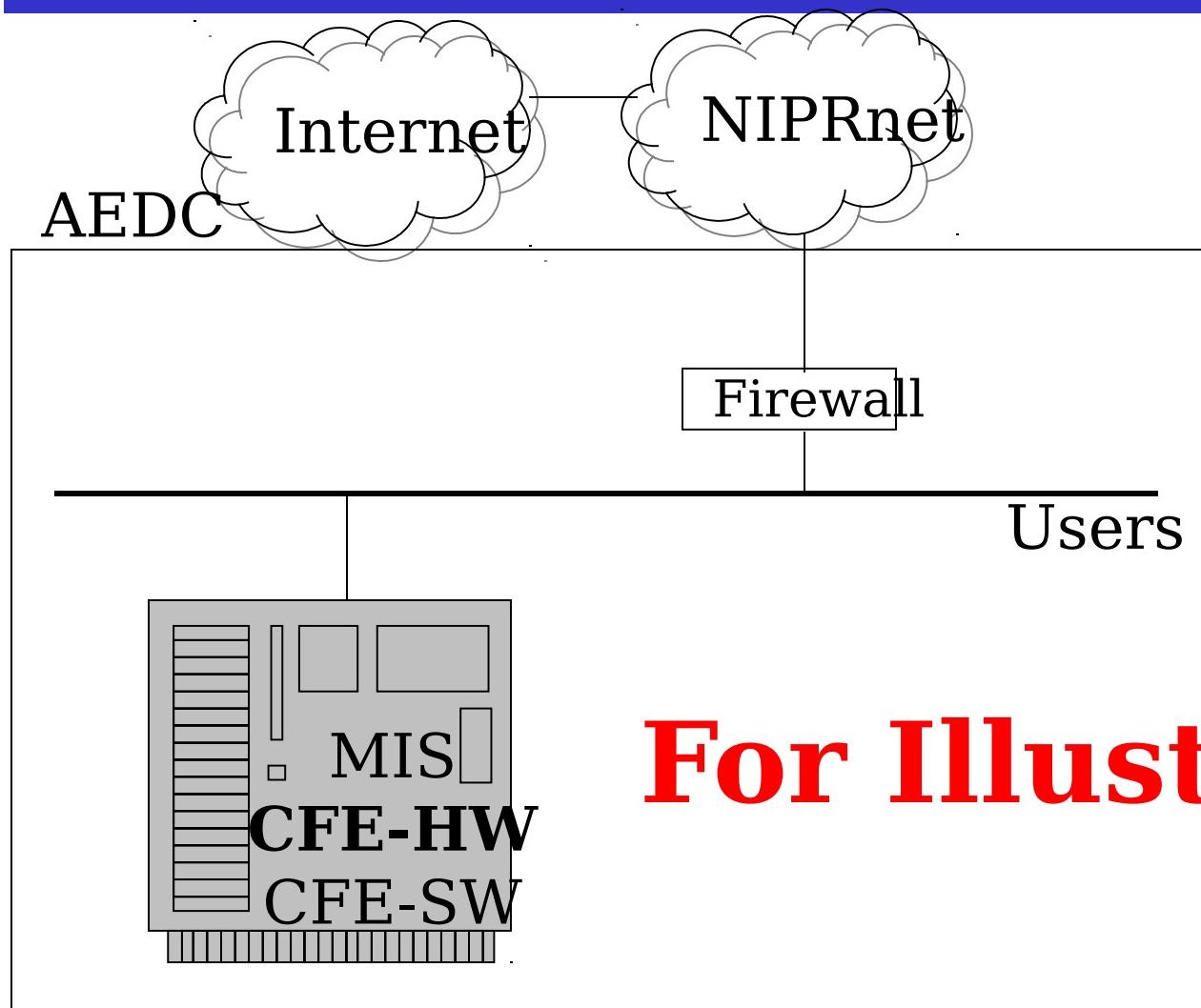
- Constraints
 - AF owns all data (Section H - H050)
 - Data, hardware, and software must be protected from unauthorized access and must comply with AF IA directives ...
added to PWS 5.1
 - **Applies regardless if CFE or GFE (AFI 33-202, para 1.4, 3.1, and 3.10)**
 - Internet can only be accessed via NIPRNET (no back doors) - OSD Policy August 1999 ... **added to PWS 5.1**

Possible MIS Architecture



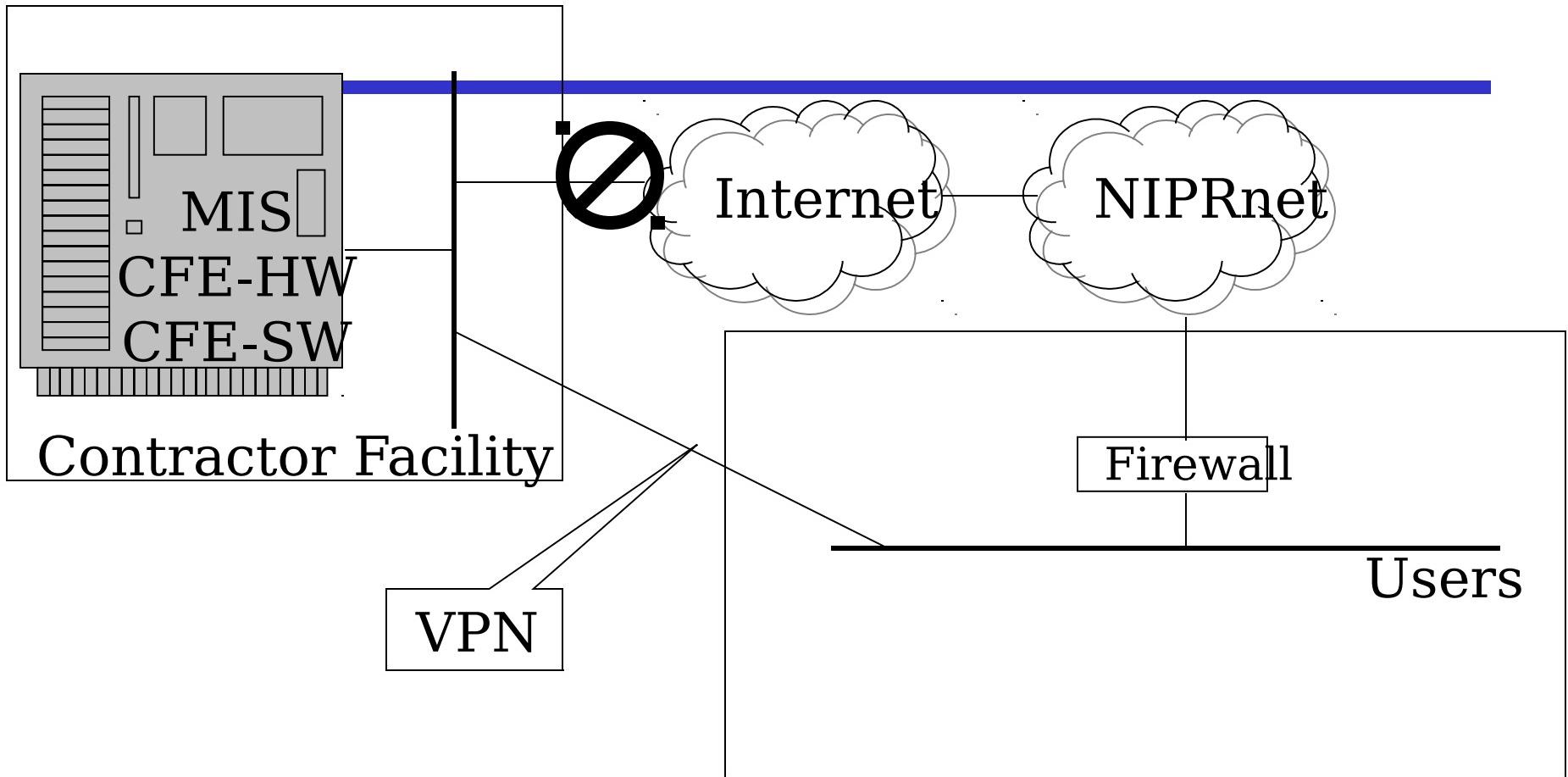
For Illustration Only

Possible MIS Architecture



For Illustration Only

Possible MIS Architecture



For Illustration Only

AEDC

IT Government Estimate

- Moved resources related to test and test support systems to 5.1 (Attachment 11L)

Performance Work Statement (PWS)

Appendices

- **Additions to give complete asset listings**
- **Clarified Turbine and PWT Plant staffing**

Performance Work Statement (PWS)

Revised PWS Table of Contents

- **Section 1.1 - Test Products**
- **Section 1.2 - Technology Products**
- **Section 2.1 - RDT&E Investments**
- **Section 3.1 - RDT&E and Test Support Assets**
- **Section 3.2 - Machine and Fabrication and Laboratory Assets**
- **Section 4.1 - Security**
- **Section 4.2 - Environmental, Safety, and Quality**
- **Section 4.3 - Civil Engineering**
- **Section 4.4 - Health Services**
- **Section 4.5 - Logistics Readiness**
- **Section 5.1 - Information Technology**
- **Section 6.1 - Contract Management**
- **APPENDICES**

Future Interchange

- Revised DRFP will be posted next week
- Submit in writing any significant questions or comments to the Contracting Officer by 3 December
- No future technical information exchanges planned
- RFP goes into review/approval process on 6 December